

UNICASA

**3Q18 EARNINGS RELEASE**

*Bento Gonçalves (RS), November 14th, 2018. Unicasa Móveis S.A. (BM&FBOVESPA: UCAS3, Bloomberg: UCAS3:BZ, Reuters: UCAS3.SA), one of the leading companies in Brazil's custom-made furniture industry and the only Brazilian publicly held company in the sector, announces today its results for the third quarter of 2018. Except where stated otherwise, all variations and comparisons are in relation to the same period of the previous year. The following financial and operating information, except where stated otherwise, is presented with consolidated data (with Unicasa Comercial de Móveis Ltda.), in thousands of Brazilian reals and in accordance with the International Financial Reporting Standards (IFRS).*

*The forward-looking statements in this document related to the business prospects, projections of operating and financial results and growth prospects of Unicasa are merely estimates and as such are based exclusively on the expectations of the Company's Management for the future of the business, and therefore are subject to known and unknown risks and uncertainties that could result in them not materializing or differing materially from expectations.*

# AGENDA

## *Period Highlights*

*Store Network and Sales Performance*

*Economic and Financial Performance*



# AGENDA

## *Period Highlights*



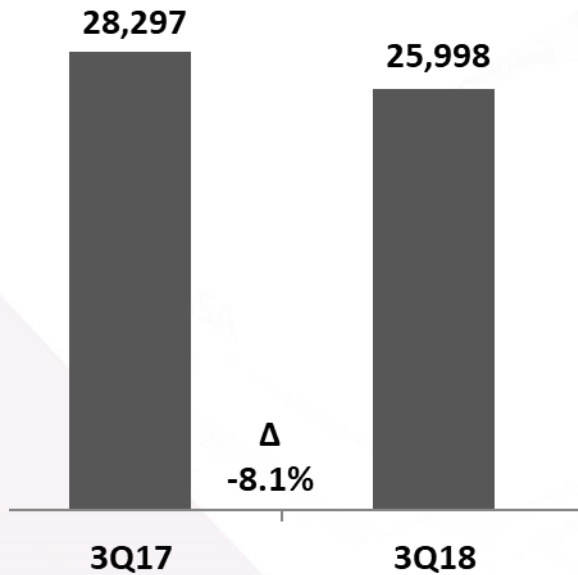
- *Growth of 1.7% in net revenue;*
- *Selling and Administrative expenses down 22.8%;*
- *Net margin up 4.1 p.p.;*
- *EBITDA margin up 6.0 p.p.;*
- *Net income in the quarter, reversing the loss in the last nine months.*

# AGENDA

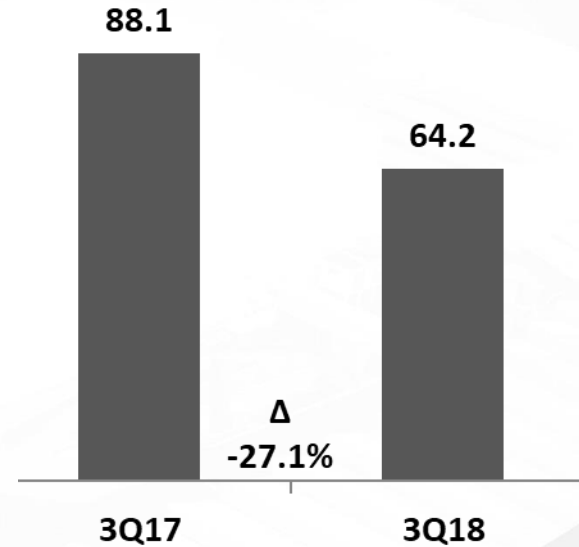
## *Store Network and Sales Performance*



Gross Revenue ex-IPI(R\$' 000)



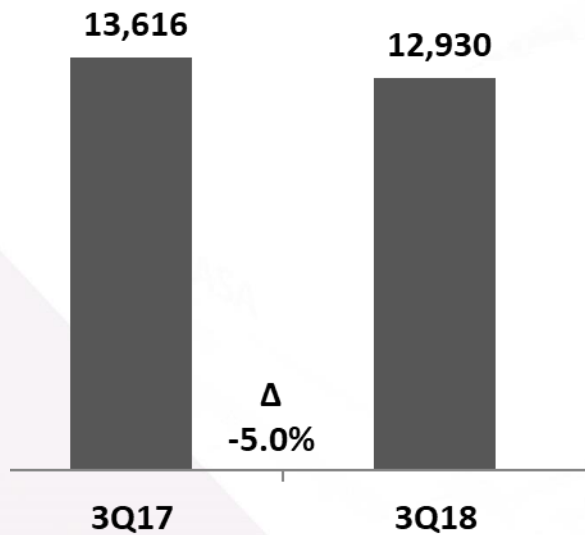
Modules Sold (UEPS' 000 un.)



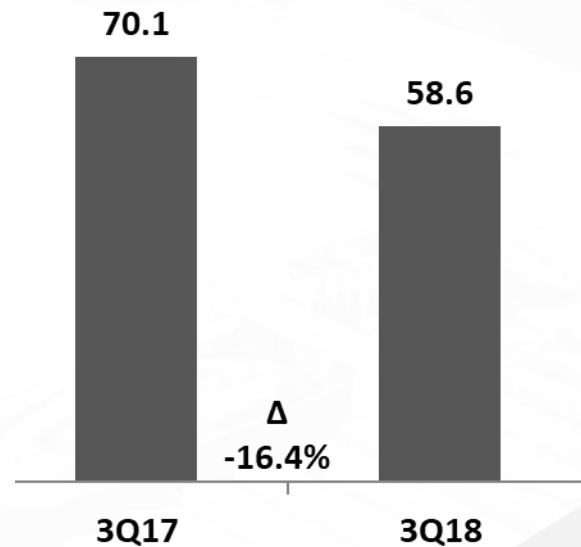
*Gross Revenue ex-IPI decreased 8.1%.*

*Modules Sold decreased 27.1%.*

Gross Revenue ex-IPI(R\$' 000)



Modules Sold (UEPS' 000 un.)

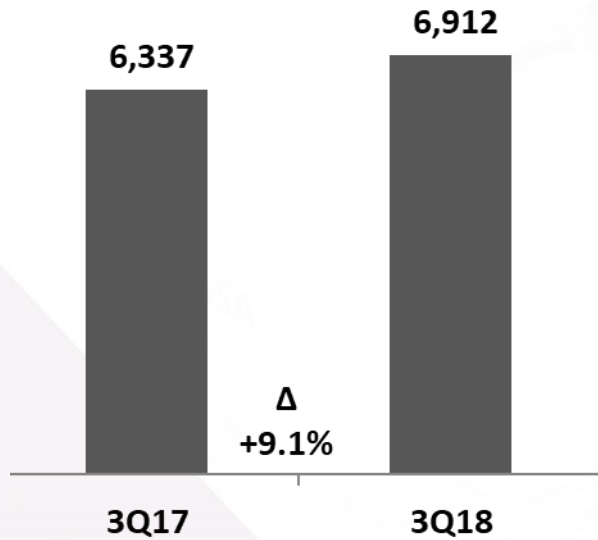


*Gross Revenue ex-IPI decreased 5.0%.*

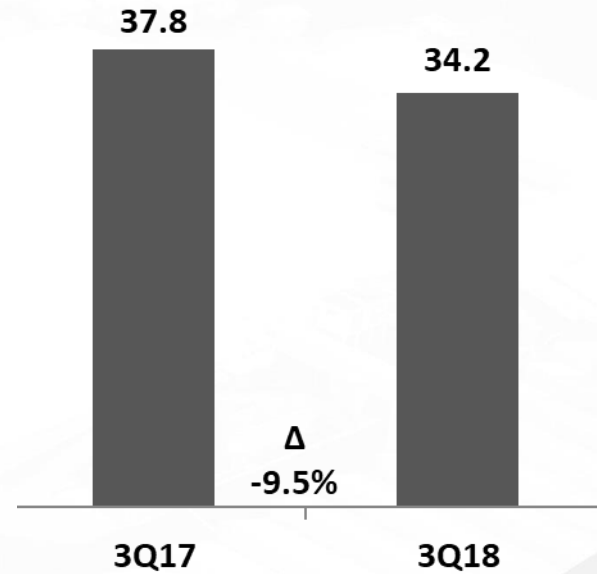
*Modules Sold decreased 16.4%.*



Gross Revenue ex-IPI(R\$' 000)



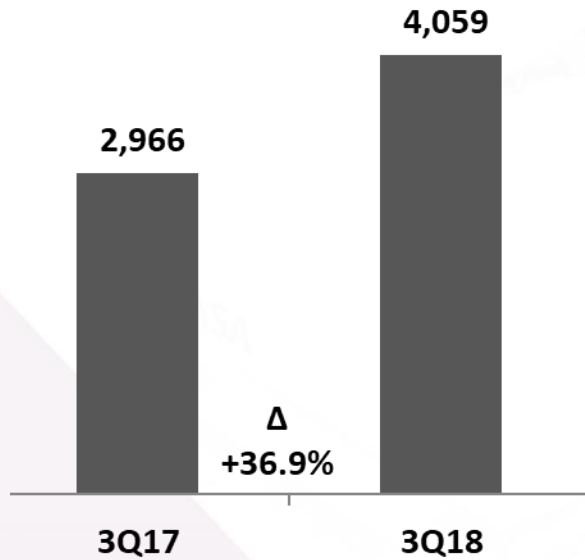
Modules Sold (UEPS' 000 un.)



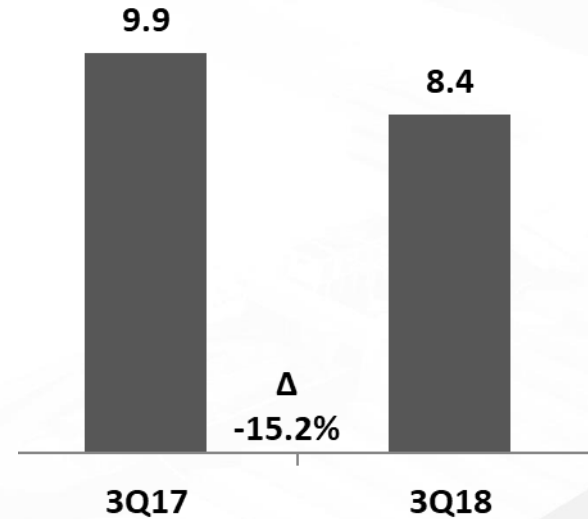
*Gross Revenue ex-IPI increased 9.1%.*

*Modules Sold decreased 9.5%.*

Gross Revenue ex-IPI(R\$' 000)



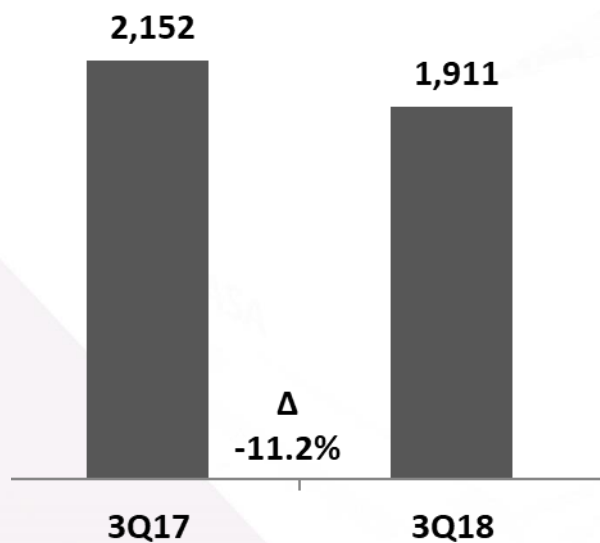
Modules Sold (UEPS' 000 un.)



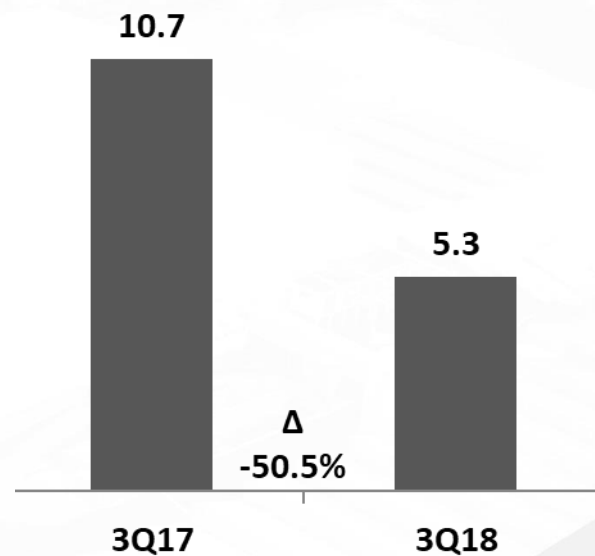
*Gross Revenue ex-IPI increased 36.9%.*

*Modules Sold decreased 15.2%.*

Gross Revenue ex-IPI(R\$' 000)

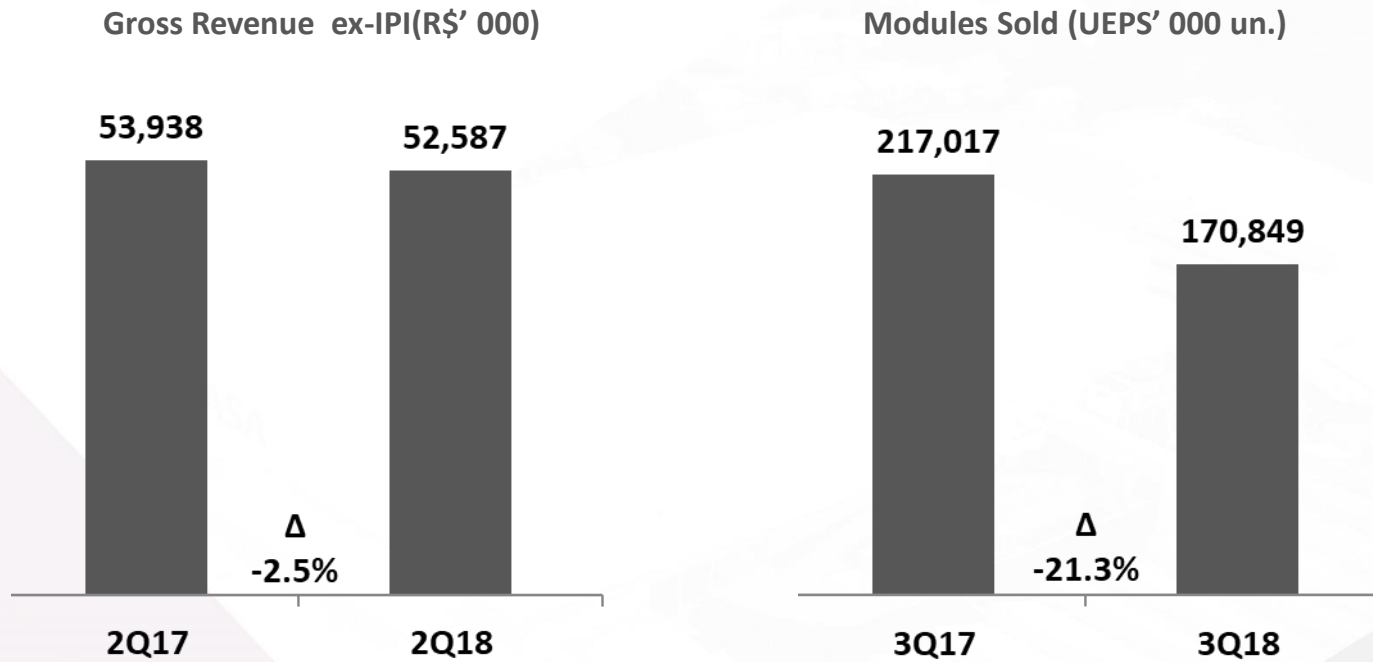


Modules Sold (UEPS' 000 un.)



Gross Revenue ex-IPI decreased 11.2%.

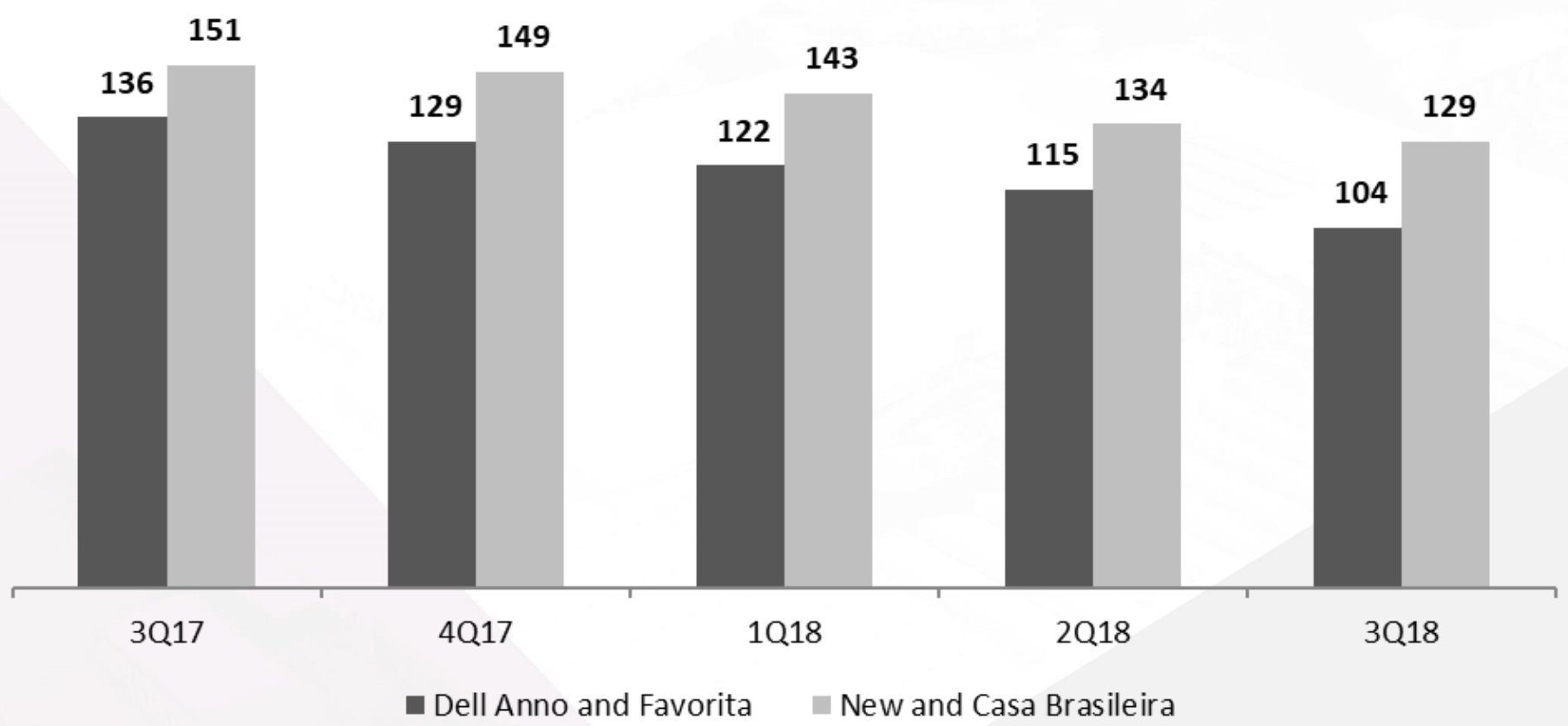
Modules Sold decreased 50.5%.



*Gross Revenue ex-IPI decreased 2.5%.*

*Modules Sold decreased 21.3%.*





# AGENDA

## *Economic and Financial Performance*

favorita



favorita

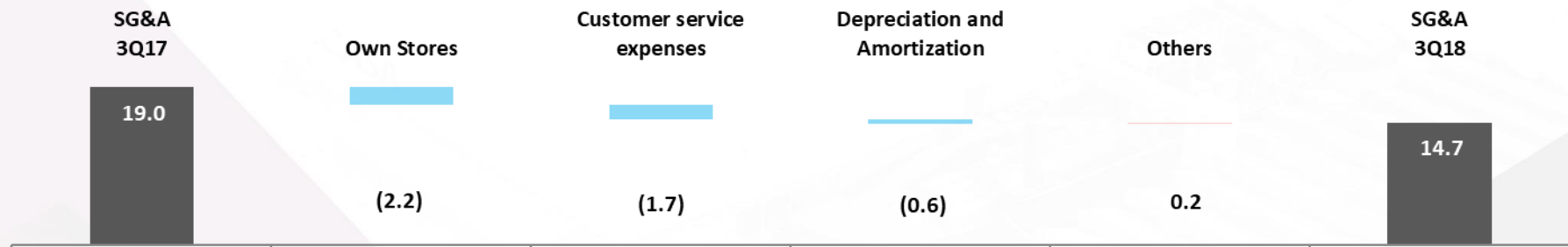
Sua vida é assim

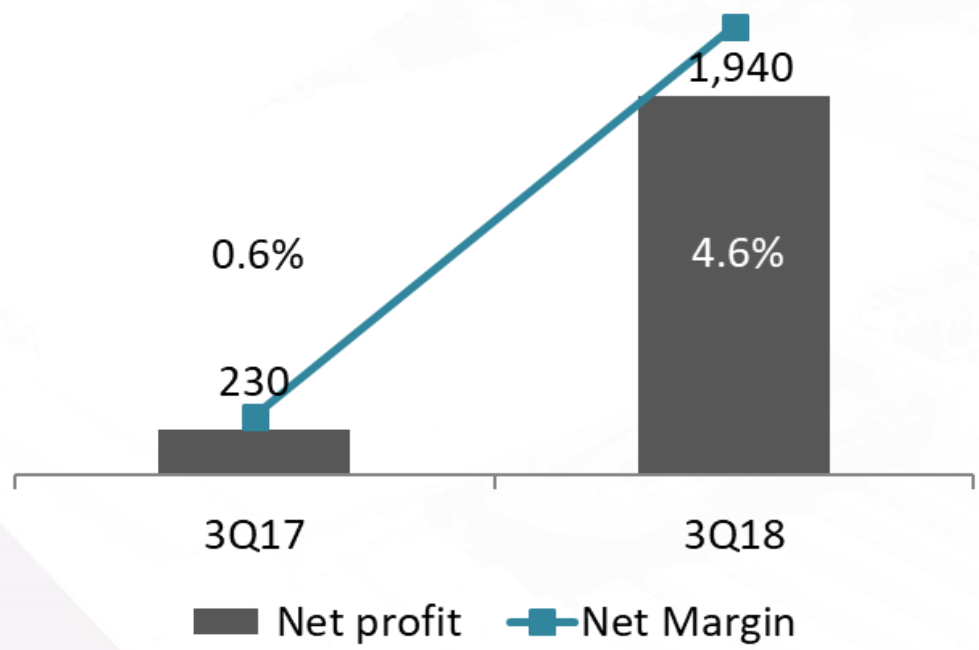
CAPITAL VISTORIA

Executive Summary	3Q17	3Q18	Δ
Net Revenue	41,162	41,866	+1.7%
Gross Income	17,678	16,626	-6.0%
<b>Gross Margin</b>	<b>42.9%</b>	<b>39.7%</b>	<b>-3.2 p.p.</b>
Operating Income	-529	2,549	-581.9%
<b>Operating Margin</b>	<b>-1.3%</b>	<b>6.1%</b>	<b>+7.4 p.p.</b>
Net profit	230	1,940	+743.5%
<b>Net Margin</b>	<b>0.6%</b>	<b>4.6%</b>	<b>+4.0 p.p.</b>
EBITDA	2,079	4,649	+123.6%
<b>EBITDA Margin</b>	<b>5.1%</b>	<b>11.1%</b>	<b>+6.0 p.p.</b>

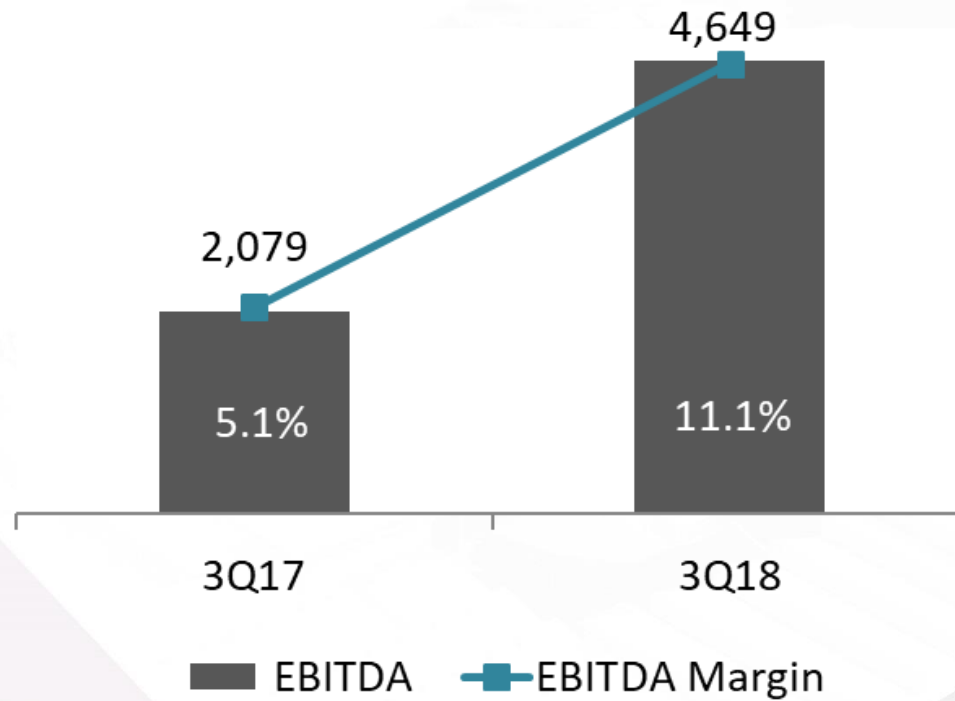
- Gross margin of 39.7% in 3Q18, down 3,2 p.p.;
- Net margin of 4.6% in 3Q18, up 4.0 p.p.;
- EBITDA margin of 11.1% in 3Q18, up 6.0 p.p..







*Net margin 4.6% higher.*



*Positive EBITDA of R\$4,6 millions.*

**Frank Zietolie**

CEO, CCO

**Gustavo Dall Onder**

CFO, DRI

**UNICASA** 30 anos

[www.unicasamoveis.com.br](http://www.unicasamoveis.com.br)

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